Forge Ahead With SYSPRO For Industrial Machinery And Equipment

SYSPRO™
Simplifying your Success

Simplify Your Operations With Industry-Specific ERP Software Designed With Your Unique Business Needs in Mind

If you're an Industrial Machinery and Equipment manufacturer looking for industrial-strength ERP with strong capabilities for complex equipment specification and production, comprehensive quoting and estimating, integrated quality management, and meticulous traceability, look no further.

Generic ERP may be adequate for simpler manufacturing situations, but Industrial Machinery and Equipment manufacturers need more.

Complex bills of materials and unique scheduling requirements, traceability, supply chain visibility and integral quality management are absolutely essential to success. Equipment manufacturers can't afford to rely on custom code and spreadsheets to work around generic ERP limitations. Your ERP systems have to do the job, do it right, and must be easy to use so workers and managers can concentrate on building product - not struggling with information systems.

SYSPRO ERP Software for Industrial Machinery and Equipment is uniquely designed to meet your needs, with broad functionality that brings the entire enterprise and supply chain together. From the first customer contact and request for quotes, through specification and configuration - to procurement, manufacturing, quality management and delivery - to product lifecycle management and end-to-end traceability, SYSPRO ERP is the right solution to keep your business thriving in today's competitive and fast changing environment.

Demand Management

Material Acquisition

Manufacturing Management

Inventory Management

Sales Management

Customer Management

Administration

It's not just ERP – it's ERP for Industrial Machinery and Equipment.

Leverage Industry-Specific Software to Gain Greater Visibility and Boost Your Bottom-Line

No one understands how complex machinery and equipment manufacturing can be quite like SYSPRO. Your information system must work the way you do and support the things you do, in a way that makes it easier for you to compete and succeed.

Your ERP system is an essential tool for fast and accurate quoting and estimating, operating your plant efficiently and effectively, controlling costs, meeting customer commitments, collaborating with suppliers and partners, and pursuing Lean Manufacturing initiatives. A well-designed ERP system also provides strong analytic and financial capabilities that multiply the value of the information it manages.

SYSPRO for Industrial Machinery and Equipment is a complete ERP system including Demand Management, Material Acquisition, Manufacturing Management, Inventory Management, Sales Management and Customer Management; supported by integrated Quality Management, Warehouse Put-Away, Forecasting and Planning, and Market Intelligence, along with a full set of finance and administrative, analysis and reporting functions.

Distribution Business Challenges	How SYSPRO Can Help You Resolve Them
■ With shrinking margins, availability demands increasing, and competition intensifying, wholesale distributors need to dynamically respond to a changing market..	■ Improve your stock availability by optimizing holdings to changing market trends, cyclical patterns, forecasting.
■ Managing constantly shifting customer demands, and squeezing margins from complex distribution networks.	■ React to shifting customer demands and ordering patterns easily with real-time demand planning.
■ Complex requirement to manage returns, rebates, discounts and marketing demand data. Increasing availability while reducing working capital.	■ Improve your management processes for OEM returns, OEM rebates, OEM promotions, OEM warranty claims effortlessly with full tracking and tracing.
■ Increasing requirements by customers to provide whole solutions including services and technical know-how not just product.	■ Manage individual channels with easily integrating to supply-chain partners, 3PL and customer electronic ordering and supply systems.
■ Transportation planning and supply-chain execution is crucial to reduce costs of logistics and improve lead times.	■ Keep all activities and related costed in control through the fulfilment and delivery cycle to insure excellent customer service and efficiency.
■ Spares, returns and warranty control.	■ Keep perpetual records of sales, installations and service to maximize support and minimize costs.

Manufacturing Business Challenges	How SYSPRO Can Help You Resolve Them
■ With globalization, the IM&C (Industrial machinery and components) must be more responsive to customer demand, more flexible, and more able to respond to price pressures.	■ Improve your customer responsiveness from request, quotation, estimation and cost determination. Easily understand your true margins to better negotiate with your customers.
■ This labor-intensive industry requires close monitoring of costs associated to manufacturing to minimize the variability in labor inputs. Other input costs subject to metal exchange pricing and exchange rates are also an important factor in cost monitoring. Real time production costing has a heavy reliance on SFDC.	■ Easily record labor costs directly on your shop floor and monitor production cost variances in real time.
■ Complex equipment requires configuration both within and by the customers in order to meet increasing variability and customization requests by customers.	■ Collaborate with your customer in all aspects from design, engineering and configuration. Automatically convert the engineering or designs into production bills-of-materials or work orders.
■ Collaborative development by the manufacturer and customer places a large emphasis on relationship management; from design, specification, marketing and sales. Often the translation from design to production is an issue. Quotations require a design/engineer/configure-to-order with possible elements not yet encountered. Often this is handled as a project.	■ Provide a full customer solution with ongoing service, both in-house and in the field, integrated into your operations.
■ Ability to manage the availability of spare parts for machinery and equipment for warranty, service, dealers and agents.	■ Analyze your repairs, warranties and spares usages to better provision working capital in relation to service and spare parts inventory holdings.
■ Ability to offer service, maintenance and repairs with field service teams.	■ Schedule and manage your capacity in meeting your customers lead time requirements easily.
■ Scheduling of production, demand management and meeting customer lead time including supply-chain delivery management.	■ Integrated end-to-end information, planning and activity control supports the full production process from design to procurement, production, and delivery/installation and service.

Optimize Production Capacity, Improve Service Levels and Increase Manufacturing and Distribution Efficiency With the Right ERP Solution

Quoting, Estimating, Configuration
Quickly respond to customer requests with detailed, accurate quotes

SYSPRO ERP for Industrial Equipment Manufacturers delivers industry-leading quoting, estimating and configuration capabilities. Turn quotes into orders (customer orders, production work orders, purchase orders) with a few keystrokes. Robust enough to address the needs of engineer-to-order, make-to-order and configure-to-order with available project management capabilities, SYSPRO ERP for Industrial Machinery has the rich functionality you need to quickly respond to requests and maintain a clear data trail through the complete life cycle of the order, engineering, manufacturing and support.

Planning, Scheduling and Control
Streamline production and get greater visibility into your shop floor

Efficiently execute production and procurement to bring complex equipment projects to completion on time and on budget with SYSPRO ERP's Manufacturing Operations Management solution. Planning and scheduling attuned to make-to-order manufacturing recognizes available resources, tools and equipment, required maintenance and quality as it lays out and maintains the best schedules for completing work on time and making the most of available resources. Integrated quality management also manages equipment calibration cycles and corrective actions as well as product quality testing and certification needs.

SYSPRO's Manufacturing Operations Management is a powerful, advanced planning and scheduling solution that empowers manufacturers to quickly create and share flexible and reliable production plans. The solution enables organizations to generate accurate schedules that consider constraints around people, machines, tooling and materials. Manufacturers are then able to ensure they make best use of their available capacity to deliver to customers faster and in the most cost-effective way.

Within this manufacturing execution system (MES) are Planning Manager, Workforce Manager and Factory Manager to provide you with a 360 view of your production.

SCHEDULE	▶	PUBLISH	▶	COLLECT	▶	TRACK	▶	ANALYSE	▶	IMPROVE

Get Control of Your Costs
Leverage real-time analytics and data for better decision-making

Track all costs on manufacturing orders and projects (materials, labor, overhead, packaging) and purchases (landed cost, receiving/inspection, container tracking, outsourced operations) both expected (standard) and actual, by order and by project for exceptional visibility, tracking and analysis on both costed and operational data. Leverage experience and keep the business moving forward with greater efficiency and better on-time performance. Make better decisions with executive dashboards, KPIs and full Business Intelligence built-in.

Supply Chain Optimization
Connect your entire manufacturing and distribution value chain

SYSPRO is a highly integrated information system that captures, controls and shares data and information across the entire enterprise and supply chain.
Streamline and automate business processes throughout the supply chain to improve planning and optimize inventory while ensuring that parts and products are delivered on time to meet goals and commitments.

The Value of Maturity
Experience and innovation – powerful alone and better together

In today's fast moving technology world, it is easy to overlook the value of experience and maturity. But it takes time experience to develop the kind of deep, rich functionality that industrial manufacturers need. No brand-new ERP system can possibly contain the depth of functionality of a system that has evolved over years and decades of working with equipment manufacturers to understand their needs and develop the applications and features that fit their business processes and help them respond to competitive pressures and market demands.

Because we have nearly 40 years' experience of specializing in the manufacturing environment, SYSPRO provides companies with a fully-integrated solution that comes with a comprehensive set of tools especially suited to help you plan, execute, control, streamline and expand production in whatever manufacturing environments you specialize.

Future-Proof Software Solutions
Invest in a product you can rely on for the long-haul

SYSPRO is deeply committed to manufacturing and embraces continuous improvement just as thoroughly as our manufacturing customers do. SYSPRO ERP Software contains industry-leading mature functionality that is continuing to evolve, becoming broader and deeper as new ideas and new technologies become available. SYSPRO leverages the best of new tools and technologies – Regular updates and upgrades to the system means our customers have the latest technology and stay current with industry best practices without losing customizations they have made to the environment. You can feel confident that SYSPRO will continue to grow with new functionality, increased flexibility and employ new technologies as and when they evolve.

Short-Term Gain and Long-Term Value Combined
Best-in-Class Services and Solutions That Create SYSPRO Customers for Life

Robust Technology Ecosystem
Solid and Secure Technology with Deployment Freedom

SYSPRO ERP Software is built on a technology platform and tools designed to take full advantage of current technology while retaining the flexibility to adapt to your company's specific needs. SYSPRO is committed to applying the best of new technologies to keep SYSPRO ERP users in step with the systems and facilities they need for success in the competitive world of industrial machinery and equipment manufacturing.

Some companies prefer to maintain their ERP facilities in-house, using their own IT resources to support and maintain the hardware, systems and software. Other companies choose to take advantage of systems and applications in the cloud while dedicating internal IT resources to development work and direct user support. Many companies today find that a combination of in-house and cloud systems works best for their needs and capabilities. SYSPRO can support your needs and preferences, no matter what deployment strategy you choose:

■ SYSPRO On-Premise

Traditional deployment of SYSPRO using in-house IT infrastructure, hardware and people resources to manage and maintain the system.

■ SYSPRO Cloud Services

Building the infrastructure needed for business critical applications such as ERP can place huge demands on your IT staff and huge costs on your business. In assisting our customers in moving to the cloud the aim of SYSPRO Cloud Services is to deliver an always available, fully managed and scalable ERP solution that will enable our customers to save money, reduce their impact on the environment, and improve their IT services by removing their IT burden, allowing them to focus on their core business at a fixed monthly cost.

The full functionality of SYSPRO ERP is available with SYSPRO Cloud Services and meets the needs of manufacturing and distribution companies that want the benefits of an ERP solution but do not want to, or cannot afford to, purchase and maintain hardware or manage an in-house IT department.

Mobile-Ready
Thrive outside the desktop

SYSPRO Espresso provides access to business processes and data anywhere, anytime, on any popular device, providing instant and secure access to key business information. The SYSPRO Espresso architecture allows developers to build custom applications using one piece of source code that can be deployed to all major mobile device platforms. The component-oriented architecture enables mobile users to tailor the user interface of SYSPRO Espresso applications themselves, without the need for development skills. Apps built with SYSPRO Espresso can address native device capabilities such as push notifications, signatures, camera and GeoLocation. Offline capability means that users can work with mobile apps even when there is no mobile or wireless signal.

Safe and Secure
Work efficiently knowing your pertinent business information is safe

SYSPRO customers can rest easy, knowing that your critical systems and data are well protected, fully backed-up, as safe from cyber-attacks as modern technologies and processes can be. High availability and fail-over (hot site) support are included. All SYSPRO users are protected from unauthorized access by industry-standard authentication and multi-level security. External access to data is controlled through the SYSPRO integration framework and e.net business objects, thus maintaining the SYSPRO business rules and security integrity. Electronic Signatures can be configured at system, company, group, role, or operator level. You can also configure the system to maintain a transaction log for auditing purposes and activate triggers for integration with third-party systems or notification via e-mail.

Implementing SYSPRO
Combining people, processes and best practices to ensure ERP implementation success

SYSPRO is invested in your success – we want to be your long-term partner. We understand that a well-planned and managed implementation is critical to getting the benefits you expect and need from your SYSPRO ERP system. In support of these objectives, we have developed a structured, model-driven implementation approach to help reduce the time and cost of implementation. This proven methodology encourages the adoption of best practices, fosters responsibility and accountability, and helps keep budgets and timescales on track. IDEAL, our implementation methodology, facilitates a successful implementation and a roadmap to reaping a return on investment on the project for many years to come.

IDEAL is designed to be a scalable, structured and phased approach which consists of pre-defined inputs, activities and outputs that will deliver a solution that meets your goals and objectives. The methodology is designed to provide a project that:

- Delivers the right solution that best meets your requirements

- Uses our experience and knowledge of best practices to your benefit

- Provides visibility to and accountability of our activities and services

- Uses your resources effectively

- Empowers you and your employees to know and leverage the solution for your business

- Scales to meet the complexity or simplicity of implementation needs and the company's capabilities

About SYSPRO

Established in 1978, SYSPRO is an industry-built Enterprise Resource Planning (ERP) solution designed to simplify business complexity for manufacturers and distributors worldwide. SYSPRO provides an end-to-end business solution for optimized cost control, streamlined business processes, improved productivity, and real-time data analysis for comprehensive reporting and decision-making. SYSPRO is highly scalable and can be deployed either in the cloud, on-premise, or accessed via any mobile device.

What sets SYSPRO apart is an unwavering, sustained focus on the manufacturing and distribution sectors. Combined with a practical approach to technology and a passionate commitment to simplifying business processes, SYSPRO dedicates itself to the success of its partners and customers alike.

SYSPRO applies its resources to the advancement and improvement of the complex and changing needs of its customers. Recognized as a leader in customer service, SYSPRO has one of the highest customer retention rates in the industry.

SYSPRO's intuitive product features, business intelligence capabilities, and easy deployment methodology are unmatched in the marketplace. The depth of software functionality and targeted industry knowledge makes SYSPRO an excellent fit for a number of select manufacturing and distribution industries including food and beverage, machinery and equipment, electronics, fabricated metals, automotive, and many more.

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